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TANNERY COST ACCOUNTING. By Karl Victor and Herbert F. Stevenson NEW IDEAS IN SHOEMAKING

THE NEWS

OPS SUSPENDS HIDE AND SKIN PRICE CONTROLS SHOE INDUSTRY ASKS MORE GOVERNMENT AID INTERNATIONAL SHOE TO PUSH LOWER-PRICE LINES SHOE FAIR TO REPRESENT \$7 BILLION INDUSTRY

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YOU CAN'T ARGUE WITH A RULER

The so-called corrective shoes need better scientific justification

VER the past couple of years the Federal Trade Commission has "investigated" the about 150 shoe manufacturing firms in connection with their advertising claims for so-called corrective, arch-support or health shoes. In many instances the "cease and desist" order has been given, while in others the companies have been permitted to continue their advertising claims with suggested modifications.

Now, this matter of "corrective" shoes has been a touchy and delicate subject for many, many years. Before World War II there were nearly 1,000 different makes of corrective or "doctor" shoes on the market. Advertising claims for many of these shoes were often gross and distasteful. It is a matter of record (on file) that some of these shoes claimed to sometimes relieve or alleviate such disorders as nervousness, mental unbalance, defective eyesight, lesions of the kidney and intestines, lung ailments, and a host of other serious ills.

Among this large group of "health" footwear were nearly 200 kinds of "doctor" shoes—that is, shoes bearing the name of some doctor, real or imagined.

The situation became so extreme that the Federal Trade Commission stepped in with an investigation, found, for example, that only about 15 of the "doctor" shoes had legitimate claim to use the medical title because of genuine affiliation with a medical practitioner. The others proved to be phonies, and were forced to relinquish use of the doctor title on the shoes.

The industry thereafter did a pretty good self-purging job of extremes in advertising claims of these shoes, and a tone of genuine respectability prevailed with most of this footwear and its promotion. It is possible that in recent years there has been a tendency on the part of some of these shoes to slip back into the old groove of exaggerations. On the other hand, this second round of FTC investigations may be nothing more than a tempest in a teapot.

Land S Editorial

Reprints available at nominal costs: Up to 100, 10e each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.

However, it's high time that the industry took a hard, realistic look at this sensitive issue. Especially a hard, realistic look at the unbiased and scientifically honest facts.

First, it must be agreed that the health values contained in most of the so-called corrective shoes come by virtue of conservative design and more careful fitting, rather than by the magic of any of the promoted features within the shoes.

Now, as to the customary features in these shoes—the special shank-pieces, arch-supports, cookies, meta-tarsal pads, cushioned insoles, cuboids, heel seats, extended counters, Thomas heels, wedges, etc.—they can often be challenged by impartial sources as to scientific proof of the value of these features. True enough, these inserted features often do render a service in terms of providing more comfort. But just as often they do not.

However, the challenge posed is one of scientific justification. For example, take a cookie inserted beneath the arch, and claimed to "support" the arch. Where is there scientific evidence that (1) the arch requires support, and (2) that a cookie does support the arch? Where is the scientific evidence that the cookie renders any genuine foot-healthful service at all?

This applies to virtually all other so-called "corrective" features inserted in the shoe. We hear of these features "strengthening" foot muscles, or "improving" circulation of the foot, or "alleviating" impingement on the nerves. Where is the unbiased scientific evidence to demonstrate those claims? For example, it has now been shown that muscles have nothing at all to do with supporting the arch—and hence strengthening of foot muscles has no value whatever in strengthening the arch.

Yet the claims continue to the contrary—but without evidence to support the claims.

A "cuboid" insertion in a shoe is supposed to correct or aid the cuboid bone of the foot. But how? And why? A special heel seat is supposed to "cradle" or "cup" the heel of the foot. But again, why? A metatarsal pad is supposed to "support" the metatarsal arch. But who can claim, medically, that there is such an arch, or that it needs support?

This is certainly no condemnation of these corrective or orthopedic features inserted in shoes. As stated before, many people have found relief in their use—though many others have not. The principal point is that scientific demonstration of their medical or corrective value is lacking.

Ironically, the Federal Trade Commission doesn't have any real evidence itself to disprove, scientifically, the value of these features. Nor has the industry irrefutable evidence to support their claimed values. This leaves the situation hanging in midair, a condition which can be bickered and argued from here until doomsday under the existing circumstances.

But perhaps the most important aspect of the problem is this; So long as the situation remains unsettled in terms of unbiased scientific fact, the FTC will have every right to periodically question and investigate the advertised claims of such footwear. And the makers of such footwear cannot claim discriminatory action against them.

In the matter of the real value of these features and footwear, and the justification of their advertised claims, we continue to deal with relative abstractions. You can argue forever with an abstraction. But nobody can argue with a ruler.

Perhaps, concerning these shoes, that's what the industry needs—an investigation on its own to come up with the facts that will comprise the non-arguable ruler. Until then, we may as well be prepared for continued confusion, continued investigations, and continued lack of solution.

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CHEMICALS
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Stylescope shoe fashion news and trends

Italian influence on American shoe designs gaining steadily. Chief example of this is widespread acceptance of Ferragamo-inspired backless shoe. In some cases, very narrow stripping is used around back, attached to instep, for small number women who need this aid in keeping shoe on foot. Heel strap is optional, is easily clipped off. Most claims are that about 90 percent of women can wear completely naked back, without strap. Foreparts of these shoes are also open.

Banded theme also a European import. High-style fashion leaders on Continent have been using this idea for several seasons. Was slow to catch on here, but now well-established. These banded designs give feeling of height to vamps. One of factors in new acceptance of high-riding fronts introduced again this past season. Although these haven't gained positive consumer acceptance, chiefly because they haven't been on market long enough to become established, indications and predictions are strong that

the new center of attraction is on instep, rather than vamp or quarter.

Another "new" feeling in women's dress footwear is one-side open shank. This introduced last year, after many seasons of closed-up sides. Deep-cut d'Orsays became popular, but sides remained. Now, consumers acclaim this different look achieved with one completely naked side and one strapped side. Styling was especially good in creating gracefully sweeping lines which succeeded in giving a feminine, dainty appearance to an otherwise-sophisticated shoe.

Evidence still piling up in favor of modified taper toe for Fall. More and more houses, from high-price to volume, using modified taper toe lasts. Public is now used to seeing slimmer toes, likes what it sees as is proven by sales and demand. This especially important in pumps, which are still in lead. Majority of pumps will feature closed toes, while open-up and sandalized types will feature unusual toe openings, such as fish-mouth in symmetrical as well as asymmetrical lines, and side toe openings with center closed.

Lower heels coming into greater favor. Talk has been prevalent for past several months about medium-height and low to flat heels gaining more widespread acceptance than ever before. This trend also evident in top couture showings in Paris. Now reports coming in state that in high-heel categories, heels getting lower. Example of this is one house whose major sales have been with 23/8 and

24/8. Replacing these heights is a 21/8 heel. Shape is emphasized on all heights, with wide variety of tricky-looking heels adding novelty interest to simplest of silhou-

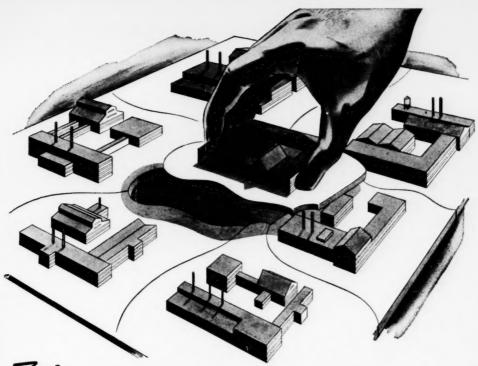
John Marino, Inc., reports terrific sales on a ghillie model. Called "ghillie tie" shoe is built over oxford last on a wedge heel, 16/8 height. The shoe has proven an allyear-round best seller. Pastels, white and light colors combinations were used for Summer, while black caif and brown suede is being used for Fall selling. Combination materials will also be used for Fall. Shoe is unlined, soft, light and as comfortable as could be made through many tests.

Printed fabrics being carried over from resort and Summer successes into Fall. Exotic prints on white and neutral grounds met with considerable success in resort lines with result that many included them in Summer lines as well. Now, leading fashion retailers calling for same type prints on dark grounds, especially dark red, for Fall. Are planning special promotions to push these shoes.

Skinner makes men's suiting fabric available to shoe trade. Now being tried in next year's resort lines, fabric is an all silk shantung weave, originally used for men's light-weight Summer suits. A five to six ounce, 41-inch wide fabric, colors are natural, brown and navy. Will be presented in quantity for next year's Summer shoes.

Sales outlook stimulating design initiative. Most manufacturers look forward to excellent year. Retail inventories normal to low. Buyers report they are ready to buy good style shoes in quantity for Fall business. Manufacturers and designers going all out to perfect new ideas. Active interest stimulant should produce a season of interesting shoe designs. However, these must be fresh, different than past seasons to woo dollars out of consumers' pockets into shoe industry till.

Rosalie Mazzbanian



What has **4000** plastic raincoats a day. to do with Box Toes ?

Only this—that in electronic plastics fusion as well as compression and injection plastics molding, the necessary and constant research needed to stay abreast of competition in this field may well lead to the next important shoe foundation development. In conceding that synthetic resins offer unlimited advantages over natural resins and waxes from standpoints of both inherent physio-chemical uniformity as well as stability and permanence within footwear, it becomes imperative to us to continuously study the adaptability of plastics to box toe constructions. How better to do

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CHEMICAL COSTS

By Karl Victor and Herbert F. Stevenson

HEMICALS used in leather manufacture are of diverse character and their quantities can never be summed up. Thus total chemical consumption in any kind of leather can be expressed only as monetary value obtained by summing up costs of each material used in the manufacturing process. This is disadvantageous, because actual market fluctuations always influence prices. Thus, it is impossible to establish stable proportions between processing costs of different articles; it also may happen that the originally cheaper costs of an article will become suddenly dearer than another which was more expensive originally.

To mention an example, all sorts of vegetable-tanned leather have generally higher processing costs than chrome-tanned leather. However, during and after the war all chromium compounds became extremely expensive and bark tannage became relatively cheaper, in spite of its

much higher material consumption. This condition lasted until competent authorities were able to recognize this change of conditions and established ceiling prices which in turn caused further confusion to tanners.

Whenever sudden changes in chemical market prices occur it is necessary to establish calculations with up-to-date chemical prices indicating how high the chemical costs of an article will be in the near future. But under normal conditions average prices paid during a longer period (as a rule, one year) are much more reliable than prices prevalent at the time of calculation. Therefore, the cost accountant has to be able to establish chemical calculations by both methods, that is, with average prices and current prices as well. As a rule, only the first method need be used, but the possibility of the second method has to be prepared carefully, so it can be taken up any time if needed.

To render this feasible, all chemicals used in leather manufacture have to be accounted for carefully. The best form for this purpose is the material chart which may be demonstrated in Table 9.

Similar charts have to be established for all chemicals and their balances have to be checked up by the inventory at the end of the period. If any difference should show up between the balance of the chart and the physical inventory, chemical consumption would have to be corrected by the corresponding amount.

For vegetable tanning materials the same charts can be established as for other chemicals. They also can be accounted together with other chemicals. This is the best way to handle them if they are of no special importance, e.g., if they are used only in small percentages for slight vegetable retan of chrome leather. However in cases when they are used to a large extent they should be calculated separately for reasons which will be discussed in the chapter of tanning materials. In the calculation which was chosen as an example for our purposes here, vegetable tanning materials are listed and calculated separately.

The charts show the consumption of each material immediately. Average prices can also be obtained from the charts when summing up quantities and prices of shipments arrived during the period and dividing.

Considering the fact that tanneries generally do not store larger quantities of chemicals than actually needed, the yearly consumption can be accepted as approximately equal to the yearly supply. If this assumption is made, the cumbersome work of summing up expenditures of each chart and multiplying with average prices can be substituted by a much

TABLE 9

Material Chart No.

Name of Material: Nigrozine Year: 1940

	tame or maneering.	. 4. S. ozine	Acmir a	. 40	
	SI	nipments A	rrived		
Item Date	Quantity lbs.	Price of 1 lb. in ¢	Amount paid \$	Expend- itures lbs.	Balance lbs.
Transfer from	1939 200	79.06	158.12		
1 Jan. 7	200	80.00	160.00		400
2 Jan. 23				200	200
3 Feb. 4	50	83.00	41.50		250
4 Feb. 27	200	78.06	156.12		450
5 March 3				200	250
6 March 27	600	78.06	468.36		850
7 Apr. 9				200	650
8 May 28				200	450
9 July 10				200	250
10 Aug. 22	200	83.00	166.00		
11 Aug. 22				50	400
12 Oct. 18				200	200
13 Nov. 30	50	83.00	41.50		250
14 Dec. 16				200	50
Total	1500		\$1191.60	1450	50
Practicably state	ed inventory stock				50
Difference between	een accounted and	practicably	stated stock		0
	aterial consumption				0
Final material	consumption				1450
	f one pound of the				79.44¢

(Continued on Page 31)



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Velic is mode in the honory where every worker is a parmer concentral. TARRELING TARRELING TO DOTTON 11, MASSACHUSETTS

NEW IDEAS IN SHOE CONSTRUCTION

Ways to achieve quality and economy in making footwear

THE CLARK INSOLE

There has been much favorable comment given the new Clark insole. The Sleeper insole of more than thirty years ago is the true antecedent of the Clark insole. Both stress partial convolutions of gemming duck. In the case of the Sleeper insole, the fabric was the entire insole, the layers of which were shaped through matrix plates to assure an exactly positioned insole rib. The Clark insole involves two strips partially convoluted into a rib, then machineattached to an insole blank.

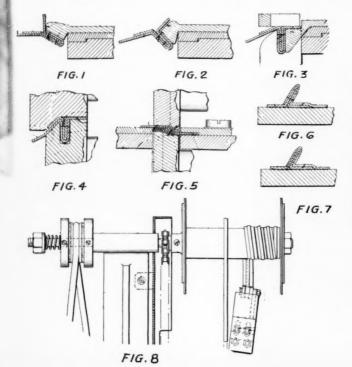
Figure 1 shows the two strips of indeterminate length in the early process of molding into rib shape. Figure 2 continues the molding and folding; and Figure 3 introduces the final stages of rib molding.

One interesting part of this process consists of a reinforcing of the rib at its base with a chain stitch, Figure 4. However valuable the stitch reinforcing may be, the use of colored thread seems more important in its constant reminder to the Welting machine operator to sew "down" to the bottom of the rib, even penetrating the lower of the lavers. Again, the bonding of the folds coated with pressure adhesive into rib form has demonstrated this insole as quite satisfactory in structure without the reinforcing of stitching. Figures 6 and 7 also demonstrate the difference between a rib with and without the reinforcing stitching.

Figure 5 really goes with Figure 8 in their disclosure of how the finished rib is temporarily shaped for

winding onto a power-operated reel. The importance of this latter mechanism cannot be stressed too much, keeping in mind that this filled reel of insole ribbing can be so fed into the machine that applies the rib to the insole blank.

The virtues of this insole may be observed in a careful study of the rib-attached insole of Figure 7. Here is no deceptively strong rib made so with a filler; and here is no need for over-all gem ducking in order to strengthen the inherent weakness of an Economy rib. This Clark construction offers the exactness of marginal distances in combination with the great tensile strength of the old type of Gem insole whose leather lip was protected on both sides by a bonding of Gem duck.



Corrective Performance

The folding and pressing of the layers in the Clark insole are so placed as to make it possible for the Welting machine operator actually to place the needle into a deep thickness of the insole rib. The Welting inseam so placed guarantees a secure bonding of the welt, upper, and insole rib, but more importantly, if possible, places the inseam low enough into the flesh side of the insole to avoid the shelf-like method of attaching the welting, a practice that too long has been in vogue merely as the line of least resistance. Nevertheless, this damaging structure of shelf-like position of the welt may be measurably corrected in the Clark insole.

Of course, this insole is by no means perfect, but it does seem to out-perform the Economy, whose structure was intended only for use with a light slimpsy belly insole. The only serious drawback to the Clark insole lies in its slight strapping of the rib about the toe, tending to make for a cutting off of the margins at the turns.

Inventor: United Shoe Machinery Corp.; Pat. No. 2,502,615.

Finger Tip Control with the NEW GOODYEAR SOLE LEVELING MACHINE MODEL B

The individuality of each shoe bottom can now be expressed more easily than ever before because the operator need no longer exert heavy, tiring pressure on the foot treadle. This new machine offers much in leveling performance, particularly where fine bottom character is an objective. Thus the *quality* of each shoe bottom is improved while *uniformity* is not affected by the strength, weight or fatigue of the operator. He is free to concentrate on quality.

It is a machine that truly makes modern mechanics and hydraulics the servants of the shoemaker — uses them to make easier the *art* of shoemaking.

The design of the machine makes possible high production even though each shoe bottom may receive individual treatment. A cone support reduces last strain and lower maintenance is possible as cams and clutch have been replaced by the hydraulic mechanism in which the parts run in oil.



BOSTON, MASSACHUSETTS



Shoe manufacturers in "distressed" areas will probably get some Government aid as result of hearings before Surplus Manpower Committee. Committee members seemed impressed by testimony of industry, labor and Government officials. All concurred that smaller businesses in depressed areas must have preferential treatment on military contracts if they are to survive.

ways. One is by price differential, allowing manufacturer in distressed area (substantial unemployment due to lack of orders) to win contract even if bid is above lower bids from other areas. Top of 15% differential most frequently mentioned.

Second method might be through earmarking of share of Government procurement for placement in depressed plants only. Figure of 20% favored by manufacturers' representatives on pairage basis or 25% on dollar basis.

A third would have Government discard competitive bidding, return to negotiated bids. One prominent witness proved that, under competitive bidding, smaller firms obtained less than 8% of Government shoe contracts. Previously, under negotiated bids, they came in for almost 50%. Also, price differentials could be more easily effected under negotiated bidding.

Good point advanced by Julius Schnitzer. Head of NPA Leather Branch pointed out that Government might help shoe industry most by spreading out procurement to take up seasonal slack. Government could space out its buying to concentrate it during slack months of year. Historically, these always occur in shoe industry during Jan., Feb., July and Dec. Actually, as Schnitzer pointed out, period from end of March through beginning of Aug. is traditionally slowest. This is period smaller shoe manufacturers find going roughest. Government orders concentrated around this period and the last two months of year would help distressed plants considerably.

Schnitzer had other interesting comments. He estimated 1952 shoe production will exceed 1951, provide for rising employment. However, industry's present production capacity is one billion pairs per year. Thus, we are operating at about 50-55% of capacity. Normal

production of men's shoes amounts to 125 million pairs but maximum capacity is closer to 200 million pairs.

Schnitzer also confirmed earlier statement that military footwear procurement in 1952 will be about half last year. With 1951 figure set at 20 million pairs, shoe industry cannot expect more than 10 million pairage over-all business from Government. Loss of orders must be made up at civilian level and more if industry is to have good year.

OPS statement that it will recontrol hides and skins if light native cows reach 80% of ceiling or 25c is misleading. Actually, OPS will take no action unless rawstock over-all reaches 80% of ceilings. Thus greater majority of hides and skins must reach 80% level before OPS will consider slapping on new controls. Of course, as light natives go, so goes rest of market. New inflationary wave in these would naturally be reflected in other selections.

Neither OPS nor industry officials expect hide prices to approach recent ceilings again for a long time. Most hides and skins are selling (when they sell) at 30-40% below ceilings and not too firmly. Sensitive hide market under new inflationary forces could shoot up again almost as fast as it deflated this year but OPS figures its 80% line will serve as damper. In effect, hide industry has been told it won't have ceilings or controls as long as it doesn't rise above certain price line. In itself, this is still a form of controls.

American public will save more than \$500 billion on its shoe bill during 1952. This is word of newly formed Leather Industries of America. Savings will result from sharp drop in leather market to pre-Korea prices. Reductions will also be seen in other leather products such as handbags, luggage, upholstery, etc. In contrast with cost-of-living index of Bureau of Labor Statistics, now at 112.4, leather prices are at 89.8 on basis of 100 for 1947-49 base period.

Leather soles appear to have at least stabilized position in shoe market. Of 42,518,000 pairs shoes and slippers made in Feb., 17,793,000 or 44% had leather soles. Some 22,793,000 pairs or 53.8% had rubber or composition soles.

B. F. Goodrich Chemical raw materials



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SMALL FIRMS SEEK GOVERNMENT AID

ASK PREFERENCE ON MILITARY ORDERS

Say Big Firms Awarded 90% Of Contracts

Representatives of the shoe manufacturing industry, labor and Government converged upon the Office of Defense Mobilization's Surplus Manpower Panel this past week asking that the industry be given relief by Government aid in channeling defense contracts into distressed unemployment areas.

During three days of hearing, which began in Washington on April 17 and ended April 22, a total of nine witnesses appeared before the panel to urge that the Government include the shoe industry under preferential buying procedures marked for de-

pressed areas.

First witness was Julius G. Schnitzer, Director of the Leather Products Division of the National Production Authority. He recommended first that if procurement were "mainly concentrated and carefully spaced to the months in the off-season periods, it would aid considerably in leveling the peaks and valleys in this industry."

Schnitzer added that such a procurement policy could also "aid materially in easing the seasonal layoffs which are quite prevalent in this in-

dustry."

He pointed out that during 1951, shoe production reached a peak of 46,100,000 pairs, skidded to a low of 31,700,000 pairs in July, climbed again to 41,900,000 pairs in Aug, and fell again to 32,300,000 pairs in Dec. These are historically seasonal peaks and valleys in the shoe industry year after year.

Maxwell Field, executive vice president of the New England Shoe and Leather Association, testified that relief to the shoe industry should be given on a geographic or distressed

area basis.

Field recommended the Defense Department set aside 25 percent of its shoe procurement needs on a dollar basis or 20 percent on a pairage basis for distressed areas. Manufacturers in these areas should be given a price differential up to 15 percent above lowest bids, he added.

He added that New England shoe manufacturers normally supply 40 percent of all military footwear and had tooled up to an even larger percentage after the outbreak of the war in Korea. However, the changeover from leather to rubber-insulated combat boots has dropped New England percentage for this type of footwear to below 20 percent.

Two personal representatives of Governor Paul A. Dever of Massachusetts, Orville Poland and John H. Morris, also appeared, to ask Government preferential contracts for hard-hit Massachusetts shoe centers.

Walter E. Weidmann, president of Belleville Shoe Mfg. Co., Belleville, Ill., told the panel that a return to negotiated bidding on military shoes in conjunction with a fair participation by small shoe manufacturers "can avert chaos which now faces that group in specific employment areas."

During the year ended June 1951, he said, small shoe plants obtained 50 percent of Government shoe orders. After the military shifted back to competitive bids large manufacturers were awarded over 90 percent

of all contracts.

"During the period from July 3, 1951 to Oct. 22, 1951, on Army and Navy procurements on six formal bid invitations covering a total of 3,527, 940 pairs, large manufacturers received contracts totaling 3,261,940 pairs or 92.5 percent of the total," Weidmann said.

SCHNITZER STRICKEN

The leather and shoe industry was shocked to hear that Julius G. Schnitzer, director of the Leather and Leather Products Division of the Textile, Leather and Specialty Equipment Bureau, National Production Authority, was taken to Emergency Hospital in Washington this week after suffering a cerebral thrombosis.

Schnitzer has been active for many years in Government administrative positions dealing with the hide and skin, leather and shoe industry. During World War II, he headed the Textile and Leather Branch of the Office of International Trade. Shortly after the outbreak of the Korean War, his office was delegated to administer allocation of domestic hide and skin and leather supplies under NPA

Although news of Schnitzer's condition was not immediately available, associates in Washington said he hoped to return to work in a few weeks.

SHOE FAIR REPRESENTS \$7 BILLION INDUSTRY

Involves 450,000 Industry Employees

At least seven billion dollars, a truly fabulous sum, will be represented when the National Shoe Fair opens in Chicago Oct. 27, according to Weir Stewart, president of the National Shoe Fair Manufacturers Association, sponsoring organization.

Stewart said that this huge figure represented the annual dollar volume—the value of products or sales—of the various components of the shoe industry. He listed volume as follows:

Shoe manufacturing . . . \$1.9 billions Leather manufacturing . 1.0 " Allied shoe products . . 0.6 " Retail shoe store sales . . 3.5 "

\$7.0

Stewart estimated over-all shoe industry wages at "well over one billion dollars annually." Employment is set at about 450,000 (250,000 shoe manufacturing, 50,000 tanning industry, 100,000 in retail outlets, and 50,000 for retail trades). The total makes the shoe industry about the fifth largest in the country in employment.

"The welfare of these hundreds of thousands of people, plus the upward or downward swing of those seven billions of dollars is influenced directly by the course of shoe business," the Association head declared. "Thus the National Shoe Fair, the year's largest and most important meeting of shoe sellers and buyers, becomes the vital economic pivot, the business barometer, of this enormous enterprise.

"And this year, because 1952 represents the first truly stabilized business year the shoe industry has experienced in more than a decade, both attendance and buying at the Fair will likely break all records."

Stewart concluded, "As an industry, we shoemen must recognize our vast size, strength, and importance in the American economy. These facts signify our heavy responsibilities—and at the same time inspire a greater appreciation of our opportunities for continued growth."

OPS SUSPENDS HIDE AND SKIN PRICE LIDS

Will Keep Close Watch On Any Advances

The long-awaited suspension of price controls over cattlehides, kips and calfskins was announced by the Office of Price Stabilization this week. The OPS said the suspension is effective April 28.

The OPS, which put ceilings over these commodities in its second action in Nov., 1950, warned that if prices advance to 80 percent of current ceilings, controls will be put back on.

A daily watch is to be kept on hides and skins, which, said OPS, are volatile commodities, for the day when recontrolling may become necessary.

OPS advised hide and skin men they need no longer keep detailed records for the OPS, but asked them to hold on to what records they have from past operations.

While some questions remain, chiefly about just when and how recontrol might come, some facts are given in an OPS summary of the suspension order made public April 25. The summary:

"Suspended by this action are domestic cattlehides, kips, calfskins and cut parts thereof suitable for making leather. Imported hides, kips and calfskins are still subject, however, to provisions of the General Ceiling Price Regulation.

"Control will be reimposed if prices of significant selections or types of cattlehides, kips and calfskins reach 80 percent of the presently established ceilings.

"OPS cited light native cows, a key hide type, as an example of how far hides are selling below ceiling. This commodity is currently selling at approximately 14 cents a pound, although the authorized ceiling under CPR 2, Rev. 2, ranges from 31 to 32 cents."

C. H. Moore Elected Head Of Boston Shoe Club

C. Harvey Moore of A. F. Gallun & Sons, Inc., was elected president of the Boston Boot and Shoe Club for the 1952-1953 season at a meeting held Wednesday evening, April 23, in the Hotel Somerset, Boston.

Other officers elected were Francis C. Donovan of F. C. Donovan, Inc., Boston, treasurer; George F. Hamel of L. H. Hamel Leather Co., Haverhill, Charles Slosberg, The Green Shoe Mfg. Co., Boston, and Charles W. Sweeney, Kelley & Sweeney Leather Co., Boston, vice presidents; and Maxwell Field, secretary.

The annual All-Sports Nite was featured by the appearance of Lou Boudreau, manager of the Boston Red Sox, Rocky Marciano, heavy-weight contender, Art Ross, general manager of the Boston Bruins Hockey Club, and many others.

TANNERS' COUNCIL MOVES TO NEW OFFICES

After almost 20 years at 100 Gold St. in New York City, the Tanners' Council will move its general and executive offices uptown to new quarters at 411 Fifth Ave. The move is expected to be completed on or shortly after May 1.

At time same time, headquarters of the newly-formed Leather Industries of America will also be moved to offices at 411 Fifth Ave.

NEW PFAFF "VARION" SYSTEM SPEEDS MASS SHOE PRODUCTION

PFAFF Sewing Machine Works of Kaiserslautern, Germany, has announced development of a new type of conveyor arrangement which may soon make obsolete established methods of mass production in U. S. shoe factories.

The new PFAFF "Varion" System, already adopted in many leading European shoe factories, is designed to insure easier control and speedier flow of work while overcoming work losses found in widespread production channels and unevenly distributed work groups.

Unlike the conventional method in which conveyor belt production must be adjusted to the slowest link in the production chain, the PFAFF "Varion" System facilitates continual supply of half-finished goods to every worker.

An added advantage of the system is that its efficiency increases proportionately with the variety of models used in production. Individual efficiency of each operator is guaranteed, according to the company, which points out that there is no compulsory rhythm for moving lanes of the conveyor belt. Each operator always has a full supply of work at her individual "work station." Savings in time and efficiency of 20 percent and more are claimed by the manufacturer.

A "Varion" Transportation Model will be displayed at the Factory Management Conference, May 11-13, at the Netherlands-Plaza Hotel, Cincinnati. O.



Bird's-eye view of the new PFAFF "Varion" System in action. The four belts on the conveyor system are controlled at a central supervisory station and provide four moving lanes—local, express and reverse—all geared to specific requirements. The entire work progress is clearly spread before the eyes of foreman or superintendent and permits quick and easy adjustment of production rhythm.

MILITARY BIDS AND AWARDS

Baseball Shoes

May 6, 1952 - QM-30-280-52-1614, covering invitation to bid on 1,000 pairs baseball shoes, NSN. Must be Goodyear welt, and have leather insoles. 100% overseas pack. Delivery to San Francisco Port of Embarkation no later than 45 days after award. Opening at 11:00 a.m. in New York, for the Army.

M-1 Helmet Liners

May 12, 1952-Invitation QM-11-009-52-1236, covering bids on 1,479,600 M-1 helmet liner bands. Spec. MIL-B-1953 dated Jan. 31, 1950. Vegetable tanned, full-grain calfskin, 1½-2½ oz., natural color. Opening at Chicago Quartermaster Purchasing Office.

Amendment

The Chicago Quartermaster Purchasing Division has issued the following amendment to QM-11-009-52-1280, covering invitation to bid on glove-shells, leather, M-1949, dated April 3, 1952, and opening at 9:00 a.m. in Chicago, May 5 (L&S, April 12): Item 1a, 1,200 prs. size 1 (Stock No. 73-G-55795-10); Item 1b, 8,100 prs. size 2 (Stock No. 73-G-55795-15); Item 1c, 282,000 prs. size 3 (Stock No. 73-G-55795-20); Item 1d, 146,400 prs. size 4 (Stock No. 73-G-55795-25); and Item 1e, 209,400 prs., size 5 (Stock No. 73-G-55795-30).

Men's Gloves

May 15, 1952-QM-11-009-52-1385, covering 1,800 prs. men's cotton gloves, leather palm, knitted wrist, Type II, Class A, U. S. Army Spec. No. 9-117 dated July 7, 1948, (Stock No. 73-G-12310-200) (5453-1). DO rating. Opening at 9:00 p.m. in Chicago with delivery to Transportation Office, Army Chemical Center, Edgewood, Maryland, by July 31. Bidders asked to indicate whether award for quantity less than bid will be acceptable.

Full Rubber Soles

May 16, 1952-QM-30-280-52-1501, covering invitation to bid on 32,040 pairs full rubber soles, 100% overseas pack. Opening in New York at 3:00 p.m. Delivery to Ogden General Depot, Utah, during Nov. 1952. For the Army.

McElwain Low On Navy Shoe Bids

There were 19 bidders at the opening of Navy Invitation No. 560 with J. F. McElwain Co., Nashua, N. H., low bidder, offering to supply the total quantity of 281,144 pr. shoes, leather, oxford, black, low, men's at \$4.27 per pair, or \$4.09 per pair FOB plant; terms, net, 60 days acceptance. The nine next lowest bidders follow:

Doyle Shoe Co., Brockton, Mass.; 22,000 pr. \$4.59 (FOB \$4.39) and 15,000 pr. \$4.63 (FOB \$4.43) 20 days acceptance, 1/10 of 1% in 30

days.

Sportwelt Shoe Co., Brockton, Mass.; 60,000 pr. \$4.62 (FOB \$4.45) 20 days acceptance, 1/10 of 1% in 10 days.

General Shoe Corp., Nashville, Tenn.; 90,000 pr. \$4.74 (FOB \$4.56) 15 days acceptance, 1/10 of 1% in 10 days.

Hubbard Shoe Co., Rochester, N.H.: 30,000 pr. \$4,975 (FOB \$4,74) 15 days acceptance, 1/10 of 1% in

Craddock-Terry, Lynchburg, Va.; 45,000 pr. \$5.09 (FOB \$4.87) 10 days acceptance, 1/10 of 1% in 30 days.

Endicott-Johnson Shoe Corp., Endicott, N. Y.; total quantity \$5.12 (FOB \$4.965) 10 days acceptance,

W. B. Coon Co., Rochester, N. Y.; 20,000 pr. \$5.15 (no FOB price) 20 days acceptance, net.

John Foote Shoe Co., Brockton, Mass.; 48,000 pr. \$5.18 (FOB \$4.95) 20 days acceptance, 1/8 of 1% in 10

Belleville Shoe Manufacturing Co., Belleville, Ill.; 30,000 pr. \$5.18 (FOB \$4.99) 15 days acceptance, 1/10 of 1% in 20 days.

Wind Welting Licensee For "Dryseal" Welting

Wind Welting Co., Brockton, has been made a licensee under the same "Dryseal" Thermoplastic Welting patents under which Wright-Batchelder Corp. of Boston operates, Charles F. Batchelder, Jr., president of Wright-Batchelder, announced this week

Under the arrangements, Wind Welting Co. will begin about May 1 manufacturing and selling to the shoe industry plastic welting similar to Wright-Batchelder's "Dryseal" welting. The company has been provided with quality control tests and specifications enabling it to keep the welting on the same quality level as "Dryseal.

INTERNATIONAL REPORTS CIVILIAN ORDERS GAIN

International Shoe Co., world's largest shoe manufacturer, reported this week that if the company's experience is any criterion, the shoe industry may now be recovering rapidly from the business slow-down which plagued it and other soft goods during much of 1951.

Increases in International's orders for civilian shoes so far this fiscal year have averaged 40,000 pairs per day over orders during the corresponding period of last year, according to Edgar E. Rand, company presi-

Military sales since last Nov. 30 have dropped 18,600 pairs under the daily average for the same period of 1951. Orders for civilian and military shoes together in the four and one-half months to date show a net average increase of 21,400 pairs per day, Rand said.

The exceptional record was attributed by Rand to "effective and intel-ligent planning by the company's sales and merchandising divisions in developing new products and new lines to meet popular demand for price and style."

Shoe Consultants To Visit Holland

James H. Nolan, technical shoemaking consultant of the National Shoe Manufacturers Association, left by air on Friday, April 25, for Eindhoven, Holland, where he will attend and inspect a new shoemaking machinery demonstration. Nolan will also consult with continental shoe technicians on the cost and productivity of European-made shoe machinery.

The Association technologist will be accompanied by Paul Eckelberger, shoe machinery manager of Endicott-Johnson Corp. The party will be met in Amsterdam by Thomas Bata, president of Bata Shoe, who will accom-

pany them to Eindhoven.

The inspection trip is the first of its kind undertaken by U. S. shoe industry representatives. Among matters which Nolan and Eckelberger will investigate are the availability of foreign-made shoe machinery and possible servicing arrangements if purchased by U. S. shoe manufac-

First official report on findings of the trip will be given by Nolan and Eckleberger at the Factory Management Conference to be held May 11-13 at the Netherland-Plaza, Cincin-

nati, O.

BROWN SHOE REDUCES FALL PRICES

Many Lines Cut 50c To \$1 At Retail

Brown Shoe Co., St. Louis, second largest shoe manufacturer in the world, announced price reductions of 50 cents to \$1.00 have been made on its fall shoe lines. The cuts are effective April 28.

Clark R. Gamble, president, said the price reductions were due to prevailing lower leather prices which permit consolidation of the majority of the company's shoes in the middle of the price range.

The company's Buster Brown teenage girls' shoes will sell at \$7.95 per pair, or \$1.00 below the previous price. Roblee shoes will be priced at \$9.95-\$14.95 with the majority at \$12.95.

Patents Applied For On "Hembobs"

Heminway & Bartlett Mfg. Co., New York City, has applied for patents on Hembobs (Registered), new all-nylon bobbin introduced by the firm, according to Willard S. Heminway, president.

Hembobs have the unique advantage of being all thread with no flange or core, thus giving the user 30-50 percent more yardage than the conventional bobbin and cutting down on costly and time-consuming stops, Heminway said. This added yardage, for example, permits complete seams in the sewing of parachutes while a shoe manufacturer reports tremendous savings on bobbins.

"Owing to their construction," Heminway added, "Hembobs have greater control over the thread and do not spill when operators take work from the machine. Similarly, due to its added yardage, it cuts down repair work on seams should the bobbin run out before the attendant catches it.

"Since it is an all-thread bobbin, further time savings are effected by eliminating the necessity for removing empty shells from the machine. Also, there is no question of its being affected by atmospheric conditions."

• Elmer J. Rumpf, publisher of LEATHER AND SHOES and president of The Rumpf Publishing Co., Chicago, is now acting chairman of the Leather and Shoe Division of the Red Cross in the Chicago area.

INTERNATIONAL PUSHES LOWER PRICE FALL LINES

New fall lines, presented to salesmen last week by the various divisions of International Shoe Co., St. Louis, showed a definite movement into lower price categories.

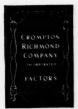
For example, price categories of Vitality Shoe Co.'s women's footwear for fall remain at suggested retail levels of \$10.95, \$11.95 and \$12.95 for regular grade featherweights and welts. Lower leather costs, say company officials, are reflected in pricing the lines with movement of additional patterns into the lower price categories.

Vitality Wanderlust shoes also reflect lower material costs with movement of several patterns in lower categories at a retail price of \$7.95.

Accent Shoe Co. reported a majority of patterns retailing at \$9.95 with an enlarged volume at \$8.95 and high fashions at \$10.95. A longer line of flats at \$7.95 will also be featured.

Some 75 percent of Queen Quality's new line of footwear for women is priced to retail at \$10.95 and \$11.95. Primarily in the \$12.95 class last fall, Queen Quality is topping only a quarter of its line at that price, according to Robert Black, manager.

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NEW MODEL 522

- LARGE SIZE
- ANGLE LOADING .
- RUGGED

ADVANTAGES of MODEL 522

- 1. Pressure Pad 8" x 161/2", Big enough for size 14 shoe
- 2. Slanted Presses, A natural working angle

- 3. Better Visibility
 See from toe to heel
- 4. Fewer working parts, Long wear life

ON DISPLAY

May 11-14 at the Factory Management Conference Booth 322 — Netherlands Plaza — Cincinnati, Ohio

LAMAC PROCESS COMPANY

ERIE, PA., U.S.A.

Manufacturers of Cementing Equipment for over 25 years



- Harry Stafford, top quality shoe man from British United, Lester, England, was visiting Boston this week while inspecting latest U. S. shoe machinery and manufacturing methods. He will visit various shoe centers of the country to study modern production techniques.
- Burton Wales has been named by the E. P. Reed Co. of Rochester, N. Y., to manage production of two new lines of women's shoes recently acquired from Stetson Shoe Co. of South Weymouth, Mass. They include Stetson's women's shoes and Arnold Authentics.
- Walter Schroeder, sales manager of Fred Rueping Leather Co., Fond du Lac, Wis., has been named to the firm's board of directors. With Rue-

ping since 1912, Schroeder served as assistant sales manager for many years. He became manager of the Reuping branch office in St. Louis during late 1944 and returned to Fond du Lac in 1945 as sales manager.

- John H. Goldberg, president of Evangeline Shoe Co. in Manchester, N. H., has been named vice chairman of the Manchester Industrial Council. The Council is seeking more diversified manufactures for the city, particularly by smaller firms that would provide materials for already established industries in the area.
- Dr. Ell Dee Compton has joined the research staff of Eagle-Ottawa Leather Co. of Grand Haven, Mich. A native of Ohio, Dr. Compton took his degree in chemical engineering

from the University of Cincinnati in 1939 and his Ph.D. in 1942. He has published several papers on tanning research.

 Mrs. Betty Walters Fryman, formerly head of national publicity for I. Miller & Sons, Inc., is now associated with the Luggage and Leather Goods Association of America, Inc., in New York City. She will devote her time to fashion publicity and promotion.

• Robert Livernash, executive with J. F. McElwain Co. in Nashua, N. H., has been named by Mayor Lester H. Burnham to conduct a reclassification study of Nashua jobs and wages. He will be associated with two other industrial and personnel executives with whom he made an employe reclassification study two years ago for the State of New Hampshire.

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LEATHER TRADING SPOTTY DESPITE PRICE ADJUSTMENTS

Fair Bookings Reported By Some But Over-all Sales Continue Slow

More interest in sole offal leathers. Distress selling moves medium to low grade sides. Calf only fair and kid quiet.

Sole Slack

Somewhat improved tone of packer hide market this week along with rising interest in hide futures has little effect on Boston sole leather market. The decline of heavy hides in the preceding week has kept majority of shoe manufacturers cautious, waiting for further possible readiustments.

Result is, many buyers order only for need and only when certain they feel they are getting lowest possible price. Others feel sole bends are attractively enough priced and place some fair orders.

Price lists remain about the same as last week. Heavy bends above 10 iron around 46c although sales made below this. This is good 2-3c below sales of two weeks ago. Not too many good 9/10 iron bends around with prices at 50c and down. Medium bends, 8/9 iron last heard at 58-60c, light bends at 67c and below.

Sole tanners in Philadelphia who had done fair business in finding leathers within past two weeks have found demand died completely. No one reporting sales in factory leathers. Just no demand for heads or bellies. Tanners felt that they were unable to give any quotations at all since the present situation makes them meaningless.

Sole Offal Moves

Sole leather offal tanners and dealers in Boston report more encouraging business in past couple of weeks. This applies particularly to bellies which have remained steady under good demand for more than a month. Some business in heads and shanks. Shoulders not too active.

Bellies Steady

Bellies steady at 22-24c. Some tanners and dealers report bellies well sold-up through May. A few large shoe manufacturers have reportedly purchased enough innersoles to handle all needs into June. Light single shoulders with heads on much slower at 40c and below, heads off

at 48c and down. Heavies with head on slow in low 30's. Heavy double rough shoulders spotty at 48c and below. Fore shanks move around 13-15c, hind shanks around 14-16c as are heads.

Calf Moderate

Dip in domestic calfskin prices two weeks ago has not affected finished calfskin situation much. However, tanners have made some adjustments aong the line. This should serve to make already low calf leather prices even more attractive to buyers. Off-season keeps orders moderate although tanners are optimistic about prospects for late May and June.

Lists still difficult to define. Better grade women's smooth calf can be had at 70c and below. Top grades around 81c and down. Best interest in black, blue and red between 40-60c. Men's weights in smooth calf around 95c for best tannages but here again, good leather can be had all the way down to 60c and plenty of leather is available down to 55c. Suede in black and blue finds some business at 80c and down.

Sheep Limited

Boston sheepskin tanners report nothing much doing. New orders remain slack during off-season period and buyers, when interested, are extremely price-conscious. Boot and shoe linings do best business with former most active. Price lists at 28c and down, volume at 21c. Shoe linings slow at 20c, better below this. Colored vegetable linings only fair at 25-26c, chrome slow around 25c and below.

Garment sheep market keeps active. Good grade garment suede can be had in volume at 26c. Garment grains do a little business in low 20's but competitive situation keeps this end much slower than suede.

Sides Unsettled

Not much change in Boston side leather market, tanners say. Most tanners report spotty situation with those holding heavier stocks or needing cash more willing to make concessions or do some distress selling. Tanners complain buyers want lower grade sides for practically nothing.

Combination tanned heavyweight

extremes bring 46c and down for 4-41/2 oz. Better interest around 44c. Chrome tanned in low 40's and below. Kips at 48c and down with emphasis on down. Combination tanned sides do some business in mid and low 30's, more below 30c and into middle 20's.

Splits Mixed

Heavy suede splits in black, blue, brown and green still bring around 42-44c and find fairly good demand. Women's weights slower although colors bring up to 38c and black at 34-36c. Work shoe slow. Linings quiet at well below 20c.

Glove Leathers Better

Glove manufacturers report quickening interest from jobbers in fall lines. Jobbers' orders must be placed in the near future or they will be out of luck. Price is still the main stumbling block. Weakening in hide prices expected to affect all leathers

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SIDE LEATHERS

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Chrome Retan Sole Leather
In bends ... shoulders ... bellies ... outstanding in its waterproofing
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"Katz Chrome"

The ideal leather for shoe 22.5 glove 22.5 and garment purposes.

Chrome Retan Upper Leather

A quality shoe leather and water resisting and easily worked.

Also cow and horse sides





with the result that buyers are looking for further reductions in the

price of gloves.

Some business passing in men's grey suedes at 34c and 28c. Light demand for men's colored suedes at same price. Imported suedes not doing well. High-colored ladies' suedes in both imported and domestic leathers a dead issue.

Domestic and Iranian grains still enjoying a fair sale. Prices range from 26c down. Pigtex grades offered from 18 to 20c. Some call for men's weights in imported leathers around the 40 to 60c grades. Some business passing in goatskins around the 40c mark.

Kid Drags

Kid leather tanners of Philadelphia report businesss very quiet. Black suede still the only type of leather in any demand. Demand steadily increasing and tanners are fairly optimistic.

Glazed remains slow, with little business in colors. Some haven't given up the idea of a big season in colored glazed, but so far not much demand. Slipper still slow, both with slipper manufacturers and cowboy boot men. Linings going along like the rest of the kid leather industry—slowly. Nothing new in crushed. Nothing at all reported about satin mats. Price quotations remain unchanged.

Average Prices Quoted

Suede 32c-92c Glazed 25c-90c Slipper 25c-60c Linings 25c-60c Crushed 35c-75c Satin Mats 69c-1.20

Belting Slack

Belting leather tanners of Philadelphia find business still extremely slow. Tanners say that the bad situation in the hide market has had a drastic effect on business, and there is practically no buying going on at all. Nothing at all in shoulders or bend butts.

Curriers say curried shoulders completely dead at this point. Business in curried bends is down also but there are some sales made. Although April has proven to be much slower than March, and orders are becoming more scarce, still curriers don't seem to be as pessimistic as the other tanners.

The price situation isn't too bad. In the heavier weights, adjustments must be made in order to make sales. However, in the lighter weights it is still possible to make a sale at the list prices—that is, those at the lowest levels quoted.

AVERAGE CURRIED LEATHER PRICES
Curried Belting Best Selec. No. 2 No. 3
Butt Bends . 1.22-1.35 1.18-1.30 1.14-1.20
Centers 12" . 1.51-1.62 1.39-1.57 1.26-1.35
Centers 32" . 1.51-1.52 1.39-1.57 1.26-1.35
Centers 30" . 1.39-1.52 1.34-1.47 1.29-1.30
Wide Sides . 1.12-1.28 1.08-1.23 1.01-1.08
Narrow Sides . 1.12-1.28 1.08-1.23 1.01-1.08
Premiums to be added: Heavy—minus 5-10c;
Ex-Heavy—minus 2c to plus 5c; Light—plus 10c-21c; Ex Light—plus 2bc.

Work Glove Easy

Work glove splits have continued on the easy side and some sales made at prices about 1c below previously quoted prices. Some business booked in LM weight top No. 1 grade at 13c with No. 2 grade at 12c and No. 3 grade at 11c. On M weight alone, the list also was about 1c at 14c for No. 1 grade, 13c for No. 2 grade and 12c for No. 3s.

Bag, Case and Strap Foggy

A little activity developed in this market this week. Prices, however, a little lower in some instances. In the local trade, some movement of case leather reported at various prices

LEGALLET

GLOVE-TANNED
MOCCASIN COWHIDE LEATHERS
ALL SEASONAL COLORS

GLOVE LEATHERS

goat, cow and deer

LLANA GARMENT LEATHERS

goat and cow

LEGALLET

1099 QUESADA AVENUE • SAN FRANCISCO, CALIF.

REPRESENTATIVES:

Towning company Industrial Leathers, 722 East Washington Blvd., Los Angeles, Calif.

ranging from 48 to 50c and stopping at 52c for 2½ ounce and mostly around 52-54c for 3 ounce. Previously, 2½ ounce case leather generally brought 54c and 3 ounce had been bringing 56c.

On strap leather, some sellers still hold their lists at 60c down for 4 ounce, 62c and down for 5 ounce, 64c for 6 ounce and 70c and down

for up to 10 ounce.

Some purchases of strap leather from tanners at prices slightly under recently quoted lists. This week, some fairly good quality 4/5 ounce russet bought as low as 46c and some black at 48c, which reflects the usual 2c premium for the colors over regular russet. Glazed strap 3c higher with B grade 4c less and C grade 6c less than top No. 1 grade.

Garment Same

Good quality horse hide leather still sells at 36c, 34c, 32c and 30c for the four grades. While business is not particularly brisk, some sales made. Lower horsehide prices have been disturbing and tend to undermine confidence in the garment leather trade. Average price basis still quoted around 33-34c.

Occasional business in suede sheepskin leather around 31-32c and some tannery run lots have sold in volume around 26c. Some tanners still list very top grade suede garment leather up to 36c but most of the recent business has involved good lots around 31-32c. Grain garment leather moving at 32-34c for the better descriptions and on a volume basis, last business reported at 26c.

Tanning Materials Plod

Tanning Materials business plods along as buying interests relatively inactive. Some moderate price changes noted. Tanning Extracts unchanged. Demand for Tanning Oils spotty. Quotations mostly firm.

Raw Tanning Materials

f.o.b. works Bbls. c.l. . .

Oak bark extract, 25% tannin, lb bbls. 6½-6%, tks.

Divi Divi, Dom., 4	8% ba	sis shp	t, bag	\$ 68.00
Wattle bark, ton				
	ir Ave	rage"	\$101.0	0-\$102.00
	rchant	able"	\$ 97.0	0-\$ 99.00
Sumac, 28% leaf				.\$140.00
Ground				.\$135.00
Myrobalans, J. 1's				\$44.00
Crushed \$65.00	J. 2	8		\$38.00
R. 1's				\$44.00
Valonia Cups, 30-3	200 gu	arantee	d	\$66.00
Valonia Beards, 42	% gua	ranteed	\$84.0	00-\$85.00
Mangrove Bark, 30	0° So.	Am		\$55.00
Mangrove Bark, 38	30 E.	Africa	n	\$80.00

Mangrove Bark, 38% E. Airican	\$80.00
Tanning Extracts	
Chestnut Extract, Liquid (basts 25% tannin), f.o.b. piant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, 1.c.1.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l	10.92
Bags, l.c.l. Cutch, solid Borneo, 55% tannin,	
plus duty Gambier Extract, 25% tannin,	.08 1/4
bbls	.12
Hemlock Extract, 25% tannin, tk. cars	

Quebracho extract	
Solid, ord., basis 63% tannin, c.l.	
plus duty	31/84
Solid clar., basis 64% tannin, c.l12	3/16
Liquid basis, 35% tannin, bbis	
Ground extract	
Wattle extract, solid, c.l.	
(plus duty) So. African11 %	11%
Wattle extract, solid, c.l.	
(plus duty) East African11%	11%
Powdered super spruce, bags, c.l.	
.05 ¼; 1.c.l	.05%
Spruce extract, tks., f.o.b. wks	.01%
Myrobalan extract, solid, 55% tannin .	.10%
(plus duty)	
Myrobalan extract, powdered, 60% tannin	10%
(plus duty)	
Valonia extract, powdered, 63% tannin	914
(plus duty)	10.75
Oak Bark Extract. Powdered, Swedish,	
65% tannin	.12%
Quebracho Extract, Powdered, Swedish	
spray dried, 80% tannin	.16%
Wattle Extract, Powdered, Swedish,	. 20 /8
	.16
Powdered Spruce, spray dried	
	.078
Tanners' Oils	
Castor oil, No. 1 C.P. drs. l.c.l	.31 %

Sulphonated castor oil, 75%27
Cod Oil. Nfid., loose basis, gal 1.10
Cod, sulphonated, pure 25% moisture 15
Cod. sulphenated, 25% added mineral 13
Cod, sulphonated, 50% added mineral 12
Linseed oil tks., zone 1
drums, c.l177, l.c.l
Neatsfoot, 20° C.T
Neatsfoot, 30° C.T
Neatsfoot, prime drums, c.l
1.c.l
Neatsfoot, sulphonated, 75%
Olive, denatured, drs. gal 2.40
Waterless Moellon
Artificial Moellon, 25% moisture13
Chamois Moellon, 25% moisture11
Common degras
Neutral degras
Sulphonated Tallow, 75%
Sulphonated Tallow, 50%
Sponging compound
Split Oil
Sulphonated sperm, 25% moisture15
Petroleum Oils, 200 seconds visc., tks.,
f.o.b
Petroleum Oils, 150 seconds visc., tks.,
f.o.b
Petroleum Oils, 100 seconds visc., tks.,
f.o.b



STRONGER TONE NOTED IN PACKER HIDE MARKETS

Big Packer Advances Of \(^1\!\!/_{4c}\) To 1c Attributed To Hide Futures Strength





Run and call a doctor, Junior. I'm going to give your father a penny for his thoughts . . . and they're not about Controlled Penetration of oils by Salem Oil & Grease Company to help make better leather.

Packer Hides Stronger

Strength in the hide futures market early in the week seemed to generate more interest in most kinds of big packer hides and some selections were actually sold at advances. Better demand, however, came principally from hide exchange operators who paid 1c a pound advance for some Chicago and river heavy native steers.

The advance was scored on Tuesday when one big packer sold 1,000 Chicago, 1,200 Kansas City and 800 St. Louis heavy native steers of April takeoff at 11c. Previously, tanners had been paying 10c for such hides from the same points. Tanners were slow to pay the advance, however, claiming that leather prices did not warrant an upturn in the hide market.

Packers, meanwhile, pointed out that very few lots are left unsold that date very far back into the winter for takeoff and current offerings of takeoff should show an improvement in quality; at least shorter haired hides and somewhat less manure. Thus, from a leather-yielding standpoint, tanners should find April forward hides more attractive.

Influenced by action in the hide futures market, buyers showed a little more interest in lighter hides. Some 2,300 big packer production April light cows from light average points (Kansas City-St. Louis) sold at 14% and 750 March-April light native steers on the River brought same price. Also, 1,500 December forward light Texas steers sold at 13c, or 1c over recent low. Most of the river light cows recently sold brought 14-14½ and some Milwaukees sold as low as 13c.

Back salting heavy native cows being cleaned up this week. One big packer sold 5,100 mostly March takeoff from river points at 11½c. Branded steers came in for some interest. While tanners last paid 9c for butts and heavy Texas and 8c for Colorados, traders bid ½c higher for April takeoff and some were sold in the New York market at 9½c for butts and 8½c for Colorados. Bulls quiet, nominal.

Independents Steady

Most larger outside midwestern killers selling steadily and do not have large quantities on hand to offer.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close	Close	High	Low	Net
	April 24	April 17	For Week	For Week	Change
Iuly	15.00T	13.90B	15.00	14.10	110
October	15.20B	14.17T	15.30	14.15	103
Ianuary	15.20B	14.25B	15.35	14.60	95
April	15.30B	14.30B	15,30	14.99	100
July	15.35N	14.35B	A		100
October	15.40N	14.45B			95
	Total Sales	285 lots			

HIDE AND SKIN QUOTATIONS

	Pr	esent	Wee	k Ago	Mo	nth Ago	Year	r Ago	•	New Ceilings
Heavy native steers	11	-111/2	10	-101/2	12	-121/2		33		28
Light native steers		143/4	14	-15		17		361/2		311/2
Ex. light native steers		161/2	16	2-17		19		39		34
Heavy native cows	115	2-12	12	-13	1	41/2-151/2		34		29
Light native cows				2-141/2	1	61/2-171/2	36	-37	31	-32
Heavy Texas steers	9	- 91/2	9	- 91/2		11		30		25
Butt branded steers	9	- 91/2	9	- 91/2		11		30		25
Light Texas steers		13	12	-12 1/2 N		15		341/2		291/2
Ex. light Texas steers	145	2-15N	14	-141/2N		17		37		32
Colorado steers	8	- 8 1/2	8	- 81/2		10		29 1/2		241/2
Branded cows		2-111/2		12		14		33	28	1/3-29
Native bulls		- 81/2 N				101/2		24		20
Branded bulls		- 71/2N	71	2- 8N		9 1/2		23		19
Packer calfskins		-30	271	2-35N	2	7 1/2 - 37 1/2		80		65
Packer kipskins	21	-24	20	-24	25	-28	55	-60		50

Latest reported business involved 800 March forward Colorados sold by a Wisconsin packer at $8\frac{1}{4}c$ while an Indiana packer sold a mixed car of late Jan.-Feb.-March heavy native and branded cows at $10\frac{1}{2}c$. Big packers sold light avg. hides from southeastern plants, about 2.700 at 14c for native and 13c for branded and about 900 slightly heavier brought 13-12c, selected fob. Georgia plants.

Small Packer Spotty

A little better demand in midwest and southwest for medium and lighter average weight productions of small packer hides. Some of the interest has come from speculators. Tanners generally showed a tendency to lag behind trader hids.

Some hides in the southwest have changed hands at around 14-14½c for Texas productions averaging 40-42 lbs, and other lots averaging up to 48 lbs. have been bought within the range of 11-12c. Midwestern productions averaging 49 to 52 lbs. have sold at 10-10½c selected and up to 60 lbs. average sold again this week at 9c selected with brands 1c less.

Some of the hides sold during the past week or ten days have been of back salting and principally in the medium and lighter average weights. tending to put the market in a little better position. However, heavier hides such as up to 70 lbs. average and heavier are still moving and it is here that accumulations dating back into early winter months can be found at a variety of asking prices. Buyers for tanning outlets have been more or less apathetic and reluctant to purchase many even as low as 7c. Much better sole leather business needed to create demand for these hides.

Country Hides Easier

Several sales made at lower prices within the past week or ten days, ranging from 8c down to 7½c. Some good 54 lb. avg. mixed hides containing country locker-butchers with a few small packers sold at 8c. Light average renderer hides such as around 42-43 lb. avg., have sold at 8c. Mixed 44 lb. avg. countries with a few renderers sold at 73½c and regular lots of 50-52 lb. avg. countries as low as 7½c, all flat trimmed fob. shipping points.

Calf and Kip Better

Butter movement of both calf and kip skins lately. This week, one big packer sold 8,000 March forward southwestern kip at 24c and over-



weights at 21c. Previous trading involved northern and river productions at 24c for kip and 20c for over-

weights.

Big packer calfskins selling at 30c for heavy and 23c for light from northern small plants while River and St. Louis heavy and light sold at 27½-23c while Wisconsin all weights brought 27½-25c for heavy and light. Chicago lights, Milwaukee allweights running mostly lights, and St. Paul lights brought 25c. Close to 40,000 calf recently sold and booked by two big packers at these prices. Packer regular slunks figured on the high side at last trading basis of \$1.50. Large hairless nominal at 60c.

Horsehides Same

Recent weakness in this market caused some buyers to express pretty low ideas of value such as down to \$5.00-\$5.25 for untrimmed northern slaughterer horsehides but sellers refused business at these prices. One car sold at \$5.50, fob. shipping point. Most sellers, however, ask \$5.75 and up. Trimmed hides quoted \$1.00 less.

Not much business in horse tails since recent sales at 90c. Cut stock still draggy. Fronts offered at \$4.50-\$4.75 meet with buyers' ideas around \$4.25. Butts holding at \$1.25 and some could be moved at that price for 22" and up. This price last reported paid following earlier sales at \$1.40-\$1.50.

Sheep Pelts Firmer

While some big packers as well as larger independent and small packers have sold shearlings down to \$1.60-\$1.80 for No. 1s, \$1.45 for No. 2s and \$1.05 for No. 3s, there has been further interest reported at these prices and this week some good packer No. 1s brought \$2.00 and clips \$2.25. Big packer No. 2s sold at \$1.65-\$1.75 and No. 3s at \$1.30-\$1.40. Winter wool pelts looked toppy at \$3.75-\$4.00 per cwt. liveweight basis due to lower than expected gov't, price support levels on some types of pulled wools by as much as 20% it was said.

Arizona genuine spring lamb pelts sold at \$2.35 and California productions at \$2.25-\$2.28 per cwt. liveweight basis. Full wool dry pelts easier at 25c-28c. Pickled skins selling at \$8.50 per dozen for both sheep and lambs. Some buyers inclined to talk a little lower or around \$8.00.

Dry Sheepskin Quiet

Shearlings quiet. Following declines in domestics, recent buyers of foreign skins withdrew from the market. Season is about finished for Australians with relatively few offers received and mostly of the longer wools. Some sales of Capes but additional offers failed to interest buyers at prices asked. No change in Montevideos as asking prices too high for this market.

Little change in the hair sheep markets as buyers in Fulton County are generally out. Some interest in Brazil cabrettas and business said possible in regulars at \$11.00 per dozen c&f., but shippers have been asking from \$11.00-12.00 per dozen fob., depending upon sections and

lots involved.

No change in Cape glovers, nominally held at 150 shillings. Shade dried Mombasas available at \$5.50 for 120/130-lbs. and \$5.75-6.00 for 125/135-lbs. and 130-140-lbs., respectively, 40/40/20 assortment. Not much interest and buyers' ideas usually less. Addis-ababa butchers nominal as buyers and sellers have been unable to get together and shippers generally report selling skins to Europe. Same is true of dry salted Sudans, Mochas and Nigerian descriptions.

Pickled Skins Limited

A new tender for 3,000 dozen "Wallacetown" lambs, May production, was the only new offering on the market. Trading limited of late as outside of the lack of offerings, the Easter holidays have restricted business.

Iranian market slow and nominal as most of the spot skins have been cleared and sellers are awaiting arrivals of skins afloat. No new offers made for shipment due to shippers being unwilling to accept recent trading basis. Domestic market nominally unchanged around \$8.50 per dozen last paid for western packer sheep and lambs.

Reptiles Slow

Reptiles slow and nominal as recent buyers have withdrawn and are not reaching for skins. On the other hand, shippers are not making many offers. The leather end has also slowed down but tanners state that this is usual after Easter and it takes at least four weeks for buyers to reenter the market.

India market continues firm and unchanged although there were reports that some shippers will accept slightly lower levels. Sizable quantities of pythons available in Siam. Shippers interested in obtaining buyers' views here.

Brazil market steady and some business in back cut tejus at 70-71c fob., as to selections, and further offers of 20/60/20 selection at 75c fob. Giboias nominal with no interest. Good demand for Argentine lizards and bids of 85c refused with shippers asking 88c for business.

Deerskins Lag

A little more interest developing for Brazil "jacks," believed from dealers as tanners still are either out of the market or else name very low views. Reported some sales made at 50-53c fob., as to selections, and that further bids of 50-51c fob. were refused, shippers holding firm for 53-55c fob, basis importers. Since then buyers reduced their ideas to 45c fob. New Zealand market unchanged with last sales at 85c c&f. No late offers from Siam.

Pigskins

Buyers are out of the market and it has been difficult to confirm any sales. Shippers, while not naming prices, have been soliciting bids but buyers here generally not naming any views. Bolivian grey and black peccaries, 70% and 30%, offered at \$1.65 c&f.

Offerings of Manaos, Para and Peruvian peccaries but no sales. Some interest in wet salted capivaras but shippers unwilling to accept buyers' bids. Chaco carpinchos slow as buyers and sellers cannot get together on price.



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News Quicks

About people and happenings coast to coast

Massachusetts

- Close to 150 employes of Haverhill Shoe Novelty Co. in Haverhill were driven out of the eight-story brick building where the plant is located by a two-alarm fire that broke out last week in a paint room. Heavy water damage was suffered on the first floor and to stocks in the basement.
- Assets of Chapman & Lynch, Haverhill toplift manufacturer, were sold at public auction on April 10.
- The Ouimet Stay & Leather Co. and Ouimet Welting Co. are moving from 71 Centre St. to 31 Monument St., Brockton. The move is in line with the company's expansion policy and will provide larger production and service facilities, according to E. Allen Stuart, sales manager. New quarters, which the company plans to improve, were part of the former Douglas Shoe Co. factory, where Ouimet will occupy almost two complete floors.
- Shoe machinery of the former Roberts Shoe Co., Lowell, was sold at auction April 22 on the premises. Auctioneer was T. R. Grossman & Co. of Boston.
- Merrimack Shoe Mfg. Co. in Lowell will be purchased by David and Barnet Stein, directors of Mutual Shoe Co., it is reported. A new corporation will be formed.
- · Ground-breaking ceremonies at the site of the new Quartermaster Research and Development Center in Natick were held April 19. The laboratory to be constructed will consolidate Quartermaster Corps research activities now conducted in Philadel-

phia, Pa., Jeffersonville, Ind., and Lawrence, Mass.

· Berkshire Footwear Corp., Inc., Holliston maker of infants' moccasins, is in process of liquidation, it is reported. At the same time, Abbott Shoe Co. of North Reading is being reorganized and Wilfred Shrigley appointed superintendent in charge of production.

New York

- · Irving Pines, who recently opened his own leather sales firm under the name of Irving Pines Leather Co., 71-73 Broadway, has been appointed side leather sales representative for Howes Leather Co., Inc., of Boston. Pines will cover New York, New Jersey, Philadelphia and Maryland. He will handle Howes' new line of side upper leathers on both chrome and combination tannage and suede and lining splits for the stitchdown and playshoe trade.
- Anglo-American Hides Co., Inc., 100 Gold St., New York, has been appointed sole agent in the U.S. for N. M. Anwar & Co., Madras, India, hide and skin tanner and exporter. Anwar, one of the largest shippers of tanned skins, ships about 1,000 bales of tanned skins monthly to Great Britain. The firm tans and exports cowhides, calfskins, buffaloes, buffalo-calf, goatskins, sheepskins, whipsnakes, cobras, vipers and alligator skins. A. S. Frankle is president of Anglo-American Hides Co.
- · Frank and Evelyn Lipari have joined Thomas Cort, Ltd., as design-

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LEATHER

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Cleveland 14, Ohio

CHEMICALS FOR THE LEATHER INDUSTRY



ers. Their first fall shoe designs for the firm will soon be shown to the trade.

- The Tanners' Council uptown trek to 411 Fifth Ave. about May 1 is expected to be followed shortly by other stalwarts of the "swamp" section. Among those reportedly planning to leave the longtime downtown leather section are Irving Fife Co. at 100 Gold St. and Fleming-Joffe, Ltd., at 10 Jacob St. The latter, it is reported, will move to 401 Fourth Ave., where an entire floor in an office building is being readied for midsummer occupancy. Fife is still looking for new uptown quarters.
- Seymour Karlinsky has been named metropolitan New York representative for the Holland Silk Co.
- The American Leather Belting Association of New York will hold its Spring Meeting at Skytop Lodge, Skytop, Pa., on May 14-16.
- Shareholders of American Cyanamid Co. have voted almost unanimously to increase authorized common stock of 5,000,000 shares of par value of \$10 each to 12,000,000 of par value of \$10 each, according to Kenneth C. Towe, president. Towe stated that unless business conditions are substantially changed prior to the next meeting of the board of directors, to be held May 20, he will recommend that the board declare a stock dividend of one share of Common Stock for each share on Common outstanding.
- A. F. Schuermann Co., New York importer and wholesaler of sponges and chamois, has moved to new quarters at 111 E. 12th St.
- The New York shoe fabrics firm, Oriental Textiles, Inc., has leased additional office space, making it possible to move its stock department from New Jersey to New York. Oriental now has an entire floor at 38 W. 26th St.
- Miss Dorothy Adams, Fleming-Joffe's fashion coordinator, was featured speaker at the regular dinnermeeting of the New York Association of Younger Shoemen. Miss Adams predicted a shift from rough to smooth textures in shoe fabrics, thus making suede leather footwear of extreme importance in the coming fashion picture.

Pennsylvania

 Registration certificate has been filed by Bernard Feinberg to trade as King Shoe Co., shoe wholesaler, at 18 N. 4th St., *Philadelphia.

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BOSTON, MASSACHUSETTS



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Stays are always cut to exact length desired . . . applied precisely where they are needed to support and re-inforce entire eyelet row. Troublefree eyeleting, particularly with blind eyeleting, is obtained through use of narrow ribbon of strong thermoplastic cement applied off center to allow unhindered setting.

3. Lower Costs

Feeds uncoated cloth or economical paper tapes. Total savings up to 24% at the stay applying operation are possible with paper tapes. Savings in varying degrees are possible over nearly every other method of eyelet stay cutting and applying. Fewer stops to trim or relocate stays mean less outlay for non-productive operation.

Your United Branch Office representative can provide complete details

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

• R. S. Pitts Mfg. Co., Hanover tanner, has named John C. Stroope of J. C. Stroope & Co. as sales representative in the St. Louis area. The firm produces flexible leather insoles and moulded fibre counters.

Ohio

• A. J. Giese has been re-elected president of Vulcan Corp., Cincinnati manufacturer of shoe lasts and wood heels. Other officers re-elected at the annual meeting were E. V. Nelson, vice president; R. H. Schlueter, vice president; L. G. Budke, secretary-treasurer; C. E. Bachman, assistant secretary; and J. P. Flaugher, comptroller. All directors were re-elected.

New Hampshire

- Walter A. Jameson, recently resigned from Royce Shoe Co. and Rockettes Co., has opened his own model cutting and technical work service for the shoe trade in Manchester. Jameson is a veteran of 40 years in the shoe industry and has been associated with various pattern firms.
- The Brown Bulletin, industrial publication of Brown Co., Berlin innersoles manufacturer, has been honored for the second consecutive year by the Freedoms Foundation, Inc., of Valley Forge, Pa., for "outstanding achievement in bringing about a better understanding of the American Way of Life." The award was presented to editor James P. Hinchey at a ceremony at the University of New Hampshire.

Maine

• Belgrade Shoe Co. will start construction on a new factory in Auburn about June 1, according to Hyman Miller, president, and Louis I. Fishman, treasurer. The new modern shoe

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Send copy to Leather and Shoes, 300 W. Adams St., Chicago 6, III. plant, first to be built in Auburn for many years, will be of concrete, glass and steel construction. It will contain about 40,000 sq. ft. of floor space and will employ more than 300 workers in the manufacture of hand-sewn, moccasin-type shoes.

Texas

The Southwestern Shoe Travelers Association will hold its Fall Shoe Show May 11-14 in Dallas, according to Tom D. Collins, newly appointed secretary-manager.

Missouri

- Paramount Shoe Mfg. Co., St. Louis, has purchased a lot near its present plant where it will erect future improvements.
- Weber Shoe Co., Inc., held Open House April 23 at its plant in Tipton. The new factory, of which Fred Weber is head, will produce children's and growing girls' shoes under the trade names of Dress-Ups, Playful and Hopscotch. It is the result of a recent merger by Wessellring-Jordan Shoe Co., Inc., of Tipton and Weber Shoe Co., Inc., of St. Louis. Some

- 225 workers are employed at the plant.
- Sniders-Smith Leather Co., 1604 Locust St., has been appointed St. Louis representative for Royal Tanning Corp. of Boston.

Tennessee

 General Shoe Corp. is reported considering location of a new branch plant at Smithville, where company officials have already inspected a proposed plant site. A local citizens' committee is presently negotiating with the company.

CHEMICAL COSTS

(Continued from Page 8)

simpler operation: the value of chemical consumption is considered as equal to the value of purchased stocks and can be obtained from the chemical account of the ledger immediately.

This assumption has proved to be true in almost every case when normal peacetime production was maintained. Deviations could occur only in emergency cases such as in prewar years when tanneries were anxious to provide greater stocks of





LYNN INNERSOLE CO., ALLSTON, MASS.

chemicals. However, in years of emergency calculations when average chemical prices are of lesser importance it is necessary to substitute replacement prices. Therefore, practicably all calculations on average price base can be established by using the amount obtained from the ledger.

As mentioned before, calculations with average prices are much more reliable than with up-to-date prices. In normal times prices are going up and down alternately, and if a material were purchased at an extremely low or high price at the end of the period there is no reason to assume that the same price would continue in the future. However, in times of war or other emergencies, prices are generally rising continually and there is no reason to assume that high prices at the end of the period would become lower again in the near future. Although replacing chemical costs are of theoretical character and can never be quite reliable, their application is justified and necessary in this case. Material consumptions shown by the charts have to be multiplied with actual purchasing prices obtained from shipments acquired only a short time ago. If no recent shipment were purchased of a chemical, its replacing price has to be determined from suppliers' offers or general market quotations.

In certain cases necessity could arise to use much more complicated ways to obtain reliable replacing prices. The use of a certain chemical or dyestuff may have been stopped during the period because of material shortage, and replaced

by another one. In this case the original material has to be omitted, its quantity added to the consumption of the new material and the sum multiplied by the actual purchasing price of the new material.

Originally crystallized sodium dichromate was used which was no longer available during the calculation period and only a restricted stock remained from the last year. Instead, a chromium salt by the name of Chromosal was supplied at a considerably higher price and a sodium dichromate solution at extremely high price.

Chromosal contained 24 percent chromium oxide, which means that 2.125 lbs. of Chromosal had to be used instead of one pound of sodium dichromate. The liquid preparation contained 70 percent sodium dichromate, which means that one pound of the solid product could be replaced by 1.429 pounds of the liquid one.

Total consumption of chromium compounds in 1940 was as shown in Table 10.

According to the table, the average price of one pound of sodium dichromate cryst, was 22.954 cents.

The table shows that 60,800 lbs., i.e., 47.9 percent of total consumption, could be covered from Chromosal. Considering promises of the supplier for a better supply of this material in the future, this percentage could be enlarged to 60 percent, which means that the remaining 40 percent had to be covered from liquid sodium dichromate.

The replacing price would then be calculated as follows:

60% = 76,125 lbs. dichromate = 161,866 lbs. Chromosal = \$15,215.40 40% = 50,750 " " = 72,500 " liquid dichr. = 34,234.50

136,875 lbs. dichromate == \$49,453.90

TABLE 10 Consumption of Chromium Compounds in the Calculation Period 1940

Denomination	Quantity lbs.	Price of 1 lb. in c	Amount paid \$	Corresponding quantity of sodium dichromate, lbs.
Sodium dichromate cryst.	47,875	9.82	4,701.32	47,875
Chromosal	129,200	9.40	12,144.80	60,800
Liquid dichromate	26,000	47.22	12,277.20	18,200
Total			29,123.32	126,875

TABLE 11

	Chemical Co.	sts of 100 K	ips in the Bea	mhouse	
Denomination	Consumption lbs.	Average Price of 1 lb.	Average Chemical Costs	Replacing Price of 1 lb.	Replacing Chemical Costs
Lime	170.5	0.54	0.92	0.54	0.92
Sodium sulfide	45.5	2.12	0.97	4 57	2.07
Chalk	74.8	0.67	0.50	0.67	0.50
Salt	46.3	0.72	0.33	0.79	0.37
Total			\$2.72		\$3.86

Replacing price of one pound of sodium dichromate: 36.35 cents,

For this particular year being used, both average and replacing chemical costs were of interest, because in this way it could be shown which were the real expenses and profits during the year and also what could be expected for the near future according to the price situation at the start of the next period. Therefore two chemical calculations were made up showing:

 The value of chemical consumption based upon average purchasing prices;

(2) The value of chemical consumption based upon actual replacing prices.

Theoretical calculations for one pound of white weight of each product listed in Table 8 (see L&S, Jan. 19, 1952) had to be made up considering both average and replacing prices. How these theoretical calculations were established will be shown in two examples, on black chrome kip upper leather and on sole leather bends.

Beamhouse Costs

Chemical Costs of Black Chrome Kip Upper Leather: With the white weight known only at the end of beamhouse processes, costs had to be related to the number of pieces. There were no chemicals used in soaking. After soaking, the skins were painted with a liquor of following composition: 11 percent lime, 8.5 percent sodium sulfide and 26 percent chalk.

About 46 fl. oz. of this liquor were used for each skin. Therefore, chemical consumption of 100 pieces was the following: 31.6 lbs. lime; 24.4 lbs. sodium sulfide; 74.8 lbs. chalk.

One load, consisting of 95 skins, was limed with the following chemicals: 132 lbs. lime; 44 lbs. salt; 20 lbs. sodium sulfide.

The corresponding consumption for 100 pieces was: 138.9 lbs. lime; 46.3 lbs. salt; 21.1 lbs. sodium sulfide.

All chemicals used for 100 pieces in painting and liming processes were summed up and figures obtained are shown in Table 11.

According to Table 1 (see L&S, Nov. 24, 1951) the white weight of one kip equals 15 lbs. Therefore, beamhouse costs of one pound of white weight will be as follows: Average chemical cost: 0.181 cents; replacing chemical cost: 0.257 cents.

(Note: The next article in this Tannery Cost Accounting series will appear in an early issue of LEATHER AND SHOES.)

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Sealed proposals will be received at this Office Scaled proposals will be received at this Office until 10 o'clock a.m., May 12, 1952, E.D.S.T., for furnishing Leather, Book Cloth, Gold Leaf, and other material for the public printing and binding to the Government Printing Office during the term of 6 months beginning July 1, 1952. The right to reject any and all blds and to warve defects is reserved. Detailed schedules to warve defects is reserved. Detailed schedules the proposals and giving the regulations with blank proposals and giving the regulations with which bidders must comply, may be obtained by addressing.

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WANTED: Turner 24" Sandpaper Buffing Macondition. Advise lowest cash price.

> Address D-13. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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We Want To Buy

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Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situa-tions Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO. 300 W. Adams St. Chicago 6

Situations Wanted

Lasting Room Foreman

EXCEPTIONALLY ABLE MAN with 10 years experience wishes position in New England area. Very best of references available. Address X-7, c/o Leather and Shoes, 10 High St. Boston 10, Mass.

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POSITION WANTED: Splitter with 35 years' experience on all types of leather. Will accept position teaching or consulting.

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Making Room Foreman

WHO HAS HAD EXPERIENCE as casual plant superintendent seeks position in New England. Knows how to handle help. Address X-9, c/o Leather and Shoes, 10 High St., Boston 10. Mass.

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A MAN OF wide experience and top references available April 15. Knowledge of lasting room procedure thorough. Can train and get along with help. Address X-10, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

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Coming Events

April 27-30, 1952—Annual Shoe Showing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel. Cincinnati, O.

May 11-14, 1952—Fall Shoe Show of The Southwestern Shoe Travelers Association, Dallas Texas

May 11-15, 1952—Popular Price Shoe for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 14-16, 1952—Spring Meeting, American Leather Belting Association, Skytop Lodge, Skytop, Pa.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

June 22-25, 1952 — Mid-Atlantic Mid-Season Shoe Show. Penn-Sheraton Hotel, Philadelphia, Pa.

July 13-17, 1952—47th Annual Convention, Shoe Service Institute of America. The Sheraton Plaza Hotel (formerly The Copley Plaza Hotel), Boston, Mass.

Sept. 3-5, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Sept. 4-5, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Deaths

Simon Siegal

Edward Lippman

. . . retired leather executive, died April 12 while in a restaurant in Miami, Fla., where he had resided with his wife for the past five years. Previous to that he had been active in the leather business in Newark and Paterson, N. J. He retired five years ago to move to Florida. He leaves his wife, Gussie; four daughters, Mrs. Frances LaPoff, Mrs. Ruth Singer, Mrs. Helen Posner and Mrs. Doris Lenzer; two brothers, Irving and Herman; four sisters, and several grandehildren.

Jacob Mathes

... 75, retired leather executive, died April 14 at his home in Clifton, O., after a long illness. He had been partner and secretary of Griess-Pfleger Leather Co., Milwaukee, for many years prior to his retirement 15 years ago. He was also active in a building and loan association. Surviving are his wife, Clara L.; a daughter, Mrs. Carol Tiemeyer; a brother, Charles F.; two grandchildren and one great-grandchild.

THE POWDERED LIQUID HOS LEXINGTON AVE., CHRYSLER BLDG., NEW YORK

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